

JOHNSON
Cornell University

2014 Employment Report





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A letter from the Assistant Dean for Career Management



Welcome to the Samuel Curtis Johnson Graduate School of Management 2014 Employment Report. The data, while important to report, belies the complexity of the MBA career search experience. Our goal at Johnson is not simply to facilitate successful student employment, but to support students in establishing and achieving career, personal, and life goals.

I am pleased to report that the Two-year Class of 2014 experienced robust recruiting with 92 percent documenting job offers by three months after graduation. This reflects a 3 percent increase compared to the Class of 2013. The top three industries for Johnson graduates include finance (30 percent), consulting (21 percent), and technology (14 percent) reflecting a similar trend with the Two-year Class of 2013. We also consistently see upward movement of job offers in the functions of marketing and product management, and general management.

The One-year Class of 2014 did extremely well in the job market. Ninety-three percent reported job offers by three months after graduation including consulting (32 percent), general management (21 percent), and finance and marketing and business development (18 percent each). This is the first one-year class to incorporate students possessing advanced degrees including Certified Public Accountant (CPA) and Chartered Financial Analyst (CFA). Job market success of graduates obtaining professional certifications was exceptional and added to overall strong employment results.

As we've come to expect, over 99 percent of the Class of 2015 reported summer internships, consistently positioning Johnson student placement among the best graduate business schools in the country. Leading functions remain primarily unchanged with finance, marketing and business development, and consulting topping the list.

Johnson students thrive to achieve early career goals in order to masterfully navigate an often challenging and frequently daunting job search process. The all-encompassing network at Johnson defines and enhances the success of our students including alumni who advise, mentor, and recruit. Our achievements are made possible due to an unwavering commitment on behalf of Johnson alumni, faculty, staff, and corporate partners.

Fred Staudmyer '77, MBA '79

Class of 2014 Two-year MBA Profile

Demographics at time of Admission, August 2012

Class size	276
Average age at entrance	28
Students with full-time work experience	99%
Average full-time work experience	4.9
International	29%
Women	32%
Under-Represented Minorities (U.S. minorities)	14%
Average GMAT	693

Residency by Domestic Region

U.S. (U.S. Citizens and Permanent Residents only)	71%
MidAtlantic	9%
Midwest	5%
Northeast	32%
South	6%
Southwest	4%
West	12%
Other	3%

Citizenship by Geographic Region

Africa - Sub Saharan	1%
Asia	22%
India only	5%
China only	10%
Other Asia	7%
Australia and Oceania	Less than 1%
Central America and the Caribbean	2%
Europe - Free Trade Area Countries	2%
Non Europe - Free Trade Area Countries	Less than 1%
Middle East and North Africa	3%
North America	68%
U.S. Only	67%
Other North America	1%
South America	3%



Natalie Wossene, MBA '14

Forte Fellow

Johnson Leadership Award Recipient

Accelerated Leadership Program Associate, Intel,
Leadership Development Program MBA Intern, AT&T

"The collaborative environment drew me to Johnson. Having been in education before school, I recognized the **power of a communal environment** and how it further feeds the learning process.

Both my summer employment and full-time employment offers were with companies who actively recruit on-campus. The Career Management Center helps to foster on-campus relationships and ensure those **companies keep coming back to Johnson.**

Johnson alumni are extremely helpful with the recruitment process. They are able to skillfully represent the school and the company they work for at the same time. I couldn't have done it without their guidance and insight.

Leveraging the Johnson network was crucial in my full-time employment search. I was able to speak with and further learn about Intel from the entire network. Of the seven Johnson alumni I reached out to, there wasn't a single person who denied my request for a phone call. Each of them also recommended I speak with another person as well. It quickly grew into a massive network of support and education."



128

companies hired
Class of 2014 Two-year
graduates. Of these,
54 had not hired
a Johnson graduate
in five years.

Class of 2014 Two-year MBA Employment Summary

Employment Profile as of Graduation, May 2014

Number of graduates	285
Number of students seeking employment (full-time)	255
Full-time job offers by graduation	87%
U.S. Work-authorized	90%
Not U.S. Work-authorized	76%
Full-time job offers by 3 months after graduation	92%
U.S. Work-authorized	95%
Not U.S. Work-authorized	84%

Sources of Jobs Accepted

School-facilitated recruiting activities	72%
Graduate-initiated job search activities	27%
No response	1%

Mean Salary and Bonus

Mean Total	\$110,900	\$27,500
U.S. Work-authorized	\$111,700	\$28,300
Not U.S. Work-authorized	\$108,000	\$24,900

Salary, Bonus and Percent by Function - Summary

Consulting	\$128,500	\$26,300	23%
Finance	\$102,300	\$34,600	38%
General Management	\$101,500	\$22,700	12%
Marketing and Business Development	\$102,800	\$24,000	16%
Other Job Functions	\$160,100	\$11,700	3%
Rotational Development Programs	\$103,100	\$23,100	8%

Numbers fluctuate from time of Admission to Graduation due to students pursuing dual degrees, the Employee Degree Program, and change in status.

Salary, Bonus and Percent by Function

Business Development	\$100,900	\$24,200	2%
Consulting	\$128,500	\$26,300	23%
Finance - Asset Management	\$93,800	*	3%
Finance - Buyside Equity Research	\$101,500	\$36,800	2%
Finance - Financial Analysis	\$98,100	\$29,600	4%
Finance - Investment Banking	\$103,500	\$45,600	11%
Finance - Managerial Finance	\$103,500	\$24,400	8%
Finance - Other	\$106,000	\$30,300	7%
Finance - Private Wealth Management	\$103,300	*	1%
Finance - Real Estate	\$106,300	*	2%
Finance - Sales and Trading	\$93,300	*	1%
General Management	\$102,200	\$20,500	7%
Law	\$165,600	*	4%
Marketing and Product Management	\$103,000	\$24,000	15%
Operations and Supply Chain Management	\$100,300	\$27,700	4%
Other Job Functions	*	*	*
Rotational Development Programs	\$103,100	\$23,100	8%

Top Recruiting Companies

Amazon, Inc.
Citi
Bank of America Corporation
JPMorgan Chase & Co.
Ernst & Young
McKinsey & Company
Deloitte
Accenture
PricewaterhouseCoopers
Johnson & Johnson
American Express, Co.
General Electric
KPMG

Salary, Bonus and Percent by Industry

Consulting	\$126,100	\$26,800	21%
Consumer Products	\$98,900	\$24,300	10%
Energy and Utilities	\$104,000	*	2%
Financial Services	\$101,700	\$38,200	30%
Health Care	*	*	*
Legal Services	\$165,600	*	4%
Manufacturing	\$104,500	\$20,600	5%
Media or Entertainment	\$86,500	*	2%
Not-for-Profit	*	*	1%
Other Industries	\$97,000	\$18,300	1%
Pharmaceuticals	\$108,500	\$21,800	5%
Real Estate	\$106,300	*	2%
Retail	\$95,300	*	2%
Technology	\$112,200	\$26,000	14%
Telecommunications	*	*	*

Salary, Bonus and Percent by Location

U.S.	\$111,200	\$27,700	94%
MidAtlantic	\$105,700	\$18,800	5%
Midwest	\$112,800	\$24,300	5%
Metro NY region	\$130,000	\$39,800	11%
Northeast (outside NYC)	\$108,800	\$28,500	44%
South	\$98,200	\$19,100	5%
Southwest	\$116,500	\$22,900	7%
West	\$109,700	\$28,400	17%
International	\$105,900	\$26,100	6%
Asia	\$106,200	\$27,600	4%
Central American and the Caribbean	*	*	*
Europe - Free Trade Area Countries	*	*	*
North America	*	*	*
South America	*	*	*

*Fewer than three students reported

93%

of our One-year
MBA students had
job offers 3 months
after graduation.



Class of 2014 One-year MBA Profile

Demographics at time of Admission, May 2013

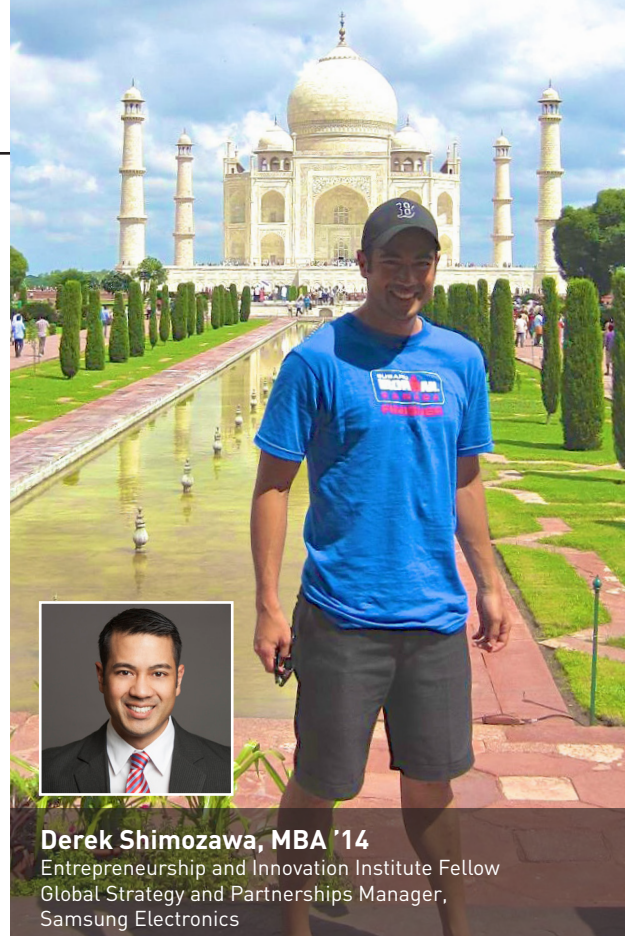
Class size	55
Average age at entrance	29
Students with full-time work experience	96%
Average full-time work experience	4.7
International	47%
Women	22%
Under-Represented Minorities (U.S. minorities)	2%
Average GMAT	696

Residency by Domestic Region

U.S. (U.S. Citizens and Permanent Residents only)	53%
Midwest	5%
Northeast	38%
South	5%
West	5%

Citizenship by Geographic Region

Asia	34%
India only	15%
China only	9%
Other Asia	10%
Central America and the Caribbean	4%
Europe - Free Trade Area Countries	5%
Middle East and North Africa	2%
North America	51%
U.S. Only	47%
Other North America	4%
South America	4%



Derek Shimozawa, MBA '14

Entrepreneurship and Innovation Institute Fellow
Global Strategy and Partnerships Manager,
Samsung Electronics

"After more than six years in IT consulting, I was looking for new ways to have a greater impact in technology entrepreneurship and product management. After weighing the options, I chose Johnson because they offered **the right curriculum, corporate network, and career services** to help me achieve my professional goals. In particular, the career services advisors at Johnson looked at my professional background objectively to help me make informed decisions about my career development, as well as identify clear, concrete steps for realizing my short- and long-term objectives. I witnessed the power of Johnson's global alumni network firsthand as I connected with Johnson alumni before, during, and after the recruiting process to gain a better understanding of the career possibilities and challenges in front of me. Furthermore, as an Entrepreneurship and Innovation Institute fellow, I was able to reach out to a **vast network of mentors and colleagues** with similar interests in technology innovation and product management, helping prepare me for my current role in strategic technology management."

Class of 2014 One-year MBA Employment Summary

Employment Profile as of Graduation, May 2014

Number of graduates	47
Number of students seeking employment (full-time)	40
Full-time job offers by graduation	78%
U.S. Work-authorized	79%
Not U.S. Work-authorized	76%
Full-time job offers by 3 months after graduation	93%
U.S. Work-authorized	95%
Not U.S. Work-authorized	91%

Sources of Jobs Accepted

School-facilitated recruiting activities	47%
Graduate-initiated job search activities	36%
No response	17%

Mean Salary and Bonus

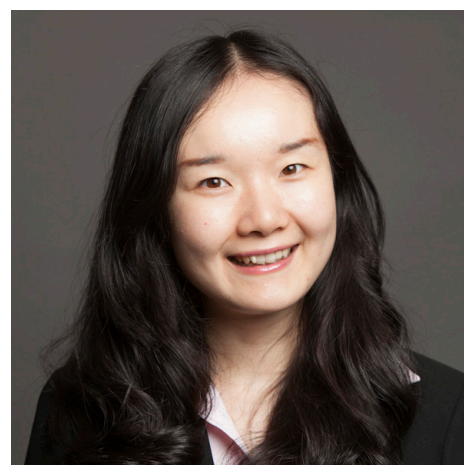
Mean Total	\$117,100	\$24,200
U.S. Work-authorized	\$113,400	\$19,600
Not U.S. Work-authorized	\$119,700	\$27,500

Salary, Bonus and Percent by Function - Summary

Consulting	\$118,700	\$22,500	32%
Finance	\$93,200	\$31,600	18%
General Management	\$130,200	\$19,800	21%
Marketing and Business Development	\$117,500	*	18%
Rotational Development Programs	\$122,500	*	12%

Numbers fluctuate from time of Admission to Graduation due to students pursuing dual degrees, the Employee Degree Program, and change in status.

*Fewer than three students reported



Siyu Huang, MBA '14

Management Associate,
Johnson & Johnson

"CMC staff members are extremely dedicated to boosting our career opportunities, making Johnson one of the most memorable experiences in my life."



Top Recruiting Companies

Ernst & Young
 Deloitte
 JPMorgan Chase & Co.
 Johnson & Johnson
 Intel Corporation
 McKinsey & Company
 Deutsche Bank AG
 eBay Inc.
 UBS AG
 Reckitt Benckiser
 KPMG

Salary, Bonus and Percent by Industry

Consulting	\$118,700	\$22,500	32%
Consumer Products	*	*	*
Energy and Utilities	*	*	*
Financial Services	\$96,500	\$31,600	15%
Health Care	*	*	*
Manufacturing	*	*	*
Media or Entertainment	*	*	*
Not-for-Profit	*	*	*
Other Industries	*	*	*
Pharmaceuticals	*	*	*
Technology	\$133,300	\$29,100	15%
Telecommunications	*	*	*

Salary, Bonus and Percent by Location

U.S.	\$117,600	\$23,600	91%
MidAtlantic	*	*	*
Midwest	*	*	*
Metro NY region	\$112,300	\$27,400	32%
Northeast (outside NYC)	\$113,500	\$17,300	18%
South	*	*	*
Southwest	\$130,700	*	9%
West	\$128,800	\$23,300	21%
International	\$112,300	*	9%
Asia	*	*	*
Europe - Free Trade Area Countries	*	*	*

*Fewer than three students reported

Top 23 Combined Companies that Recruit at Johnson

JPMORGAN CHASE & CO.
#1

citi
#2

Bank of America
Merrill Lynch
#3

amazon.com.
#4

Deloitte.
#5

EY
#6

Johnson & Johnson
#7

accenture
#8

AMERICAN
EXPRESS
#9

intel
#10

McKinsey & Company
#11

CORNING
#12

pwc
#13

Unilever
#14

BAIN & COMPANY
#15

Deutsche Bank
#16

ebay
#17

IBM
#18

P&G
#19

BARCLAYS
CAPITAL
#20

BCG
THE BOSTON CONSULTING GROUP
#21

CREDIT SUISSE
#22

GE
#23



Hernan J.F. Saenz, III
MBA '98, MILR '98
Managing Partner, Bain & Company

"Following my graduation in 1998, I have returned annually to recruit at Johnson ... that is **16 consecutive years!** We regularly find that Johnson alumni are not only rigorously trained, but are also practical and team oriented. The collaborative and supportive culture at **Johnson is a great fit for Bain**, which is why Johnson alumni tend to do very well at our company and become great Bainies. We now have a very large, active, and supportive network of Johnson alumni at Bain globally. We look forward to continuing our recruitment efforts at Johnson for years to come."



In 2013-2014,

840

companies posted

1,970

jobs for an increase of
110 (13%) companies
and 285 (14.5%) jobs
over the previous year.

Class of 2015 Two-year MBA Profile

Demographics at time of Admission, August 2013

Class size	279
Average age at entrance	28
Students with full-time work experience	99%
Average full-time work experience	4.7
International	28%
Women	29%
Under-Represented Minorities (U.S. minorities)	12%
Average GMAT	691

Residency by Domestic Region

U.S. (U.S. Citizens and Permanent Residents only)	72%
MidAtlantic	9%
Midwest	5%
Northeast	32%
South	3%
Southwest	5%
West	15%
Other	3%

Citizenship by Geographic Region

Asia	15%
India only	4%
China only	5%
Other Asia	6%
Australia and Oceania	1%
Central America and the Caribbean	2%
Europe - Free Trade Area Countries	3%
Middle East and North Africa	3%
North America	72%
U.S. Only	69%
Other North America	3%
South America	4%



Pablo Borquez, MBA '15

Founder, Produce Pay Inc.
Graduate Finance Summer Intern, American Express

"I had the pleasure of visiting a few other schools prior to coming to Johnson at Cornell. I enjoyed getting to know every single school. Yet, I felt Johnson was different from the very first moment. The school's emphasis on creating a strong student community and the pride I witnessed in the Cornell alumni made me want to be a Cornellian.

The CMC was key in helping me conduct a successful career search! Steve Calk, senior associate director of Johnson's Career Management Center, who led the Managerial Finance Immersion, was the best mentor a student could ask for. Donna Fleming, MBA '89, associate director of Johnson's Career Management Center helped me as an international student make my way through obstacles often faced while seeking internships.

The CMC helped highlight companies at which Johnson had a significant alumni presence and support, which in turn allowed me to reach people who were only too happy to speak to me. I spent my summer at American Express, and I can honestly say that the Johnson alumni were, by far, the single biggest factor that **allowed me to convert my internship into a full-time offer.**"

Class of 2015 Two-year MBA Internship Summary

99.6%

of our Class of 2015
Two-year MBA students
accepted internship offers

Sources of Jobs Accepted

School-facilitated recruiting activities	70%
Graduate-initiated job search activities	27%
No response	3%

Mean Monthly Salary

Mean Total	\$7,580
U.S. Work-authorized	\$7,610
Not U.S. Work-authorized	\$7,500

Salary, Bonus and Percent by Function

Consulting	\$8,960	14%
Finance	\$7,790	40%
General Management	\$6,780	13%
Marketing and Business Development	\$6,510	21%
Other Job Functions	\$7,750	9%
Rotational Development Programs	\$7,710	3%



Sierra Stewart, MBA '15

Roy H. Park Leadership Fellow
Consultant, Bain & Company
Deloitte Internship, San Francisco Office

"The warmth, authenticity, and generosity of the Johnson community has by far been the highlight of my MBA experience."

Monthly Salary and Percent by Function

Business Development	\$6,020	2%
Consulting	\$8,960	14%
Finance - Buyside Equity Research	\$7,880	2%
Finance - Fixed Income Research	\$8,360	1%
Finance - Investment Banking	\$8,400	14%
Finance - Managerial Finance	\$7,570	6%
Finance - Other	\$7,090	9%
Finance - Private Equity	\$6,140	2%
Finance - Private Wealth Management	\$8,330	3%
Finance - Real Estate	*	1%
Finance - Risk Management	*	1%
Finance - Sales and Trading	*	1%
General Management	\$6,670	11%
Law	\$11,410	2%
Marketing and Product Management	\$6,560	19%
Operations and Supply Chain Management	\$7,180	3%
Other Job Functions	\$6,450	6%
Rotational Development Programs	\$7,710	3%

Top Recruiting Companies

JPMorgan Chase & Co.
Citi
Bank of America Corporation
Deloitte
IBM Corp.
Procter & Gamble
Ernst & Young
Johnson & Johnson
Intel Corporation
Amazon, Inc.
American Express, Co.
Unilever
Corning Inc.
Credit Suisse

Monthly Salary and Percent by Industry

Consulting	\$9,190	14%
Consumer Products	\$6,470	13%
Energy and Utilities	\$7,040	3%
Financial Services	\$8,020	34%
Legal Services	\$11,410	2%
Manufacturing	\$7,710	6%
Media or Entertainment	*	1%
Not-For-Profit	*	1%
Other Industries	*	1%
Pharmaceuticals	\$6,640	4%
Real Estate	\$4,710	2%
Retail	\$4,670	2%
Technology	\$7,070	15%
Telecommunications	\$6,100	2%

Monthly Salary and Percent by Location

U.S.	\$7,640	91%
MidAtlantic	\$8,310	2%
Midwest	\$7,800	12%
Metro NY region	\$8,120	34%
Northeast (outside NYC)	\$7,190	18%
South	\$7,030	4%
Southwest	\$7,190	6%
West	\$7,180	16%
International	\$6,820	9%
Asia	\$7,760	5%
Other International	\$5,400	3%
Central America	\$7,670	1%

*Fewer than three students reported

Career Management Center Staff Directory

Professional Advising Staff



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Donna Fleming, MBA '89
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Jerry Wang
Associate Director
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Executive MBA | Alumni Advising Staff



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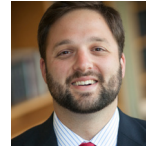


Lynne Allen
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Operations Staff



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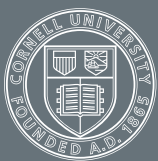
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